

Message Text

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PAGE 01 LONDON 13984 291906Z

72

ACTION EB-11

INFO OCT-01 ARA-16 EUR-25 ISO-00 SCI-06 SCEM-02 INT-08

AGR-20 TRSE-00 AID-20 AF-10 CIAE-00 COME-00 DODE-00

FMC-04 INR-10 NSAE-00 RSC-01 CG-00 COA-02 DLOS-06

DRC-01 /143 W

----- 116707

R 291853Z NOV 73

FM AMEMBASSY LONDON

TO SECSTATE WASHDC 5948

INFO AMEMBASSY PANAMA

AMCONSUL CURACAO

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E.O. 11652: N/A

TAGS: ETRN, ENRG

SUBJECT: REFUSAL OF BUNKERING FOR SHIP UNDER CHARTER
TO US COMPANY

REF: STATE 232729

1. SHELL INTERNATIONAL MARINE (SIM) AL KING, ADVISES
FOLLOWING CLARIFICATION OF SUBJECT CASE:

(A) MARITIME OVERSEAS CORPORATION (MOC) IS NOT A
CUSTOMER OF SIM IN THE CARIBBEAN. ACCORDING TO SIM
RECORDS MOC HAS NOT PURCHASED BUNKERS IN CURACAO OR
CRISTOBAL IN PAST. MOC ALLEGEDLY BUYS ON THE SPOT
BUNKER MARKET TAKING ADVANTAGE OF LOWER PRICES DURING
PERIODS OF OVERSUPPLY. DURING PERIODS OF SHORTAGE THEY
THEY TRY TO FALL BACK ON OUTSTANDING CONTRACTS WITH
MAJORS TO GET BUNKERS. SIM KNOWS THAT MOC HAS BOUGHT
BUNKERS FROM SHELL (GERMANY) IN THE PAST BUT DO NOT
KNOW WHERE THEY HAVE BEEN GOOD CUSTOMERS IN THE PAST.

(B) SIM HAS A WORLDWIDE POLICY TO SUPPLY TO
CUSTOMERS OF THEIR AFFILIATES IN THE AREAS WHERE THEY
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PAGE 02 LONDON 13984 291906Z

HAVE TRADITIONALLY SERVICED THESE CUSTOMERS. NEVER-

THELESS, IF A GOOD CUSTOMER HAS NOT BEEN ABLE TO BUNKER IN AN AREA WHERE HE WAS PREVIOUSLY SERVED DUE TO UNDER-SUPPLY, THEN SIM ENDEAVOR TO BUNKER HIM IN ANOTHER AREA. SIM DOES NOT CONSIDER MOC A GOOD CUSTOMER AND DOES NOT INTEND TO BUNKER MOC IN THE CARIBBEAN.

(C) SHELL OIL HOUSTON (SOH) AND SIM RECORDS INDICATE THAT MOC FIRST REQUESTED CURACAO BUNKERS ON NOVEMBER 20 FOR A 24TH DELIVERY. SOH CLAIMS THEY NEVER CONFIRMED DELIVERY BUT INSTEAD, ON THE 21ST REPLIED NEGATIVE. ON THE 23RD SOH ASKED SIM FOR BUNKERS FOR MOC IN CRISTOBAL. ON THE 24TH SIM REFUSED AND SOH REQUESTED THEM AGAIN. ON THE 26TH SIM AGAIN REFUSED TO SUPPLY ON GROUNDS STATED PARA 1(B) ABOVE.

2. SIM HAS BEEN UNDER GREAT PRESSURE FROM EVERY IMAGINABLE COMMERCIAL SOURCE TO DEVIATE FROM EMERGENCY POLICY. THEY DO NOT APPEAR DISPOSED TO MAKE ANY EXCEPTIONS FOR MOC.

3. COMMENT: IT WOULD APPEAR THAT MOC COULD DO AS FOLLOWS: (A) IF MOC HAS BEEN A BUYER FROM SHELL REGULARLY ANYWHERE IN THE WORLD IN THE PAST, THEN APPLY PRESSURE THROUGH THAT SUPPLIER TO SIM TO PERMIT CURACAO BUNKERING OR (B) IF MOC HAS BOUGHT REGULARLY FROM ANY OTHER MAJOR IN THE PAST, APPLY PRESSURE TO THAT MAJOR TO HONOR CONTRACT OF A GOOD CUSTOMER. DEPARTMENT MAY WISH TO DETERMINE IF MOC BROUGHT THIS SITUATION ON THEMSELVES BY POOR PLANNING. IF MOC ORDERED BUNKERING ON THE 20TH FOR 24TH DELIVERY THE VESSEL MAY HAVE BEEN CLOSE TO DEPARTURE FROM US GULF WHERE TRADITIONAL SUPPLIER MIGHT HAVE BEEN APPROACHED.

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